

# 40 Reasons

**buyers prefer  
PEPPM**

*The* marketplace  
for technology products



# PEPPM

For more than a quarter century, PEPPM has become the preferred method of purchasing technology products for more than 3,800 different school districts, intermediate agencies, vocational/technical schools, private and parochial schools, community and four-year colleges, universities, as well as local, county, and municipal government agencies and authorities. Why? Because these schools and agencies have learned that PEPPM begins its work long before the bid is conducted, and continues its work long after the bid is awarded. We do more than other contract programs before and after the bid, always striving to make PEPPM a value for buyers who use the program. The following pages list some of the reasons why buyers are eager to use PEPPM contracts for their purchases.



**the single most cost-effective, bid-protected  
source for all your technology needs**

# PEPPM saves money

- 1 Since PEPPM began in 1982, schools, libraries, government and non-profit agencies have purchased more than **\$2 billion of technology products**, saving not only on the price of the products but also on the cost of bidding.

Additionally, PEPPM . . .

- 2 Provides **most-favored customer pricing** which requires awarded vendors to offer their lowest available prices under a comparable bid-protected education or government purchasing contract.
- 3 Awards the lowest qualified, responsive, responsible bidder using a sealed competitive bid process.
- 4 Aggregates buyers and demand including thousands of schools, libraries, colleges and universities, local and state government agencies, municipal authorities and other non-profit organizations to provide **cost savings not available through local, sole bid efforts**.
- 5 Reduces the time, effort and cost of purchasing technology products and services by **eliminating the need to bid**. Using PEPPM bids results in a lower total cost of ownership.
- 6 **Includes the cost of shipping** in its posted and quoted prices for orders more than \$500. *This is important to remember when comparing prices.*

- 7 Posts prices for quantities of one.
- 8 Provides access to **specials and promotions** offered by PEPPM awarded vendors on the PEPPM website ([www.peppm.org](http://www.peppm.org)).
- 9 Allows for **volume discounts** (spot pricing) to be provided on a buyer-by-buyer and deal-by-deal basis under its Terms and Conditions. *This is important to remember when planning to buy in quantity and comparing prices.*
- 10 Allows for **dynamic pricing**. Vendors can update products and prices weekly to reflect the dynamic nature of technology products and pricing while assuring that the original bid discount or mark-up is applied.
- 11 Is a **prerequisite that is set by many business managers** for technology vendors wanting to do business with their schools. This includes many supply items that may be ordered below the bid-required threshold. The theory is that if they are ordering through the PEPPM program, they are getting the best price and they do not have to worry if accumulated spending with a specific vendor crosses the threshold, because they will still be bid-protected.

**With PEPPM, you're getting the best price**





# PEPPM saves time

- 12** PEPPM allows buyers to **place orders quickly** without the cost and delay associated with local bid development and award. This allows for faster delivery, setup and use (which makes it a better value) and includes PEPPM bid award protection (which meets state procurement statutes).

Also, PEPPM . . .
- 13** Allows buyers to shop across **hundreds of bid-awarded product lines in one place**, any time of day or night where pricing is current and competitive.
- 14** Provides powerful search engines on websites so buyers can find the products and prices they are looking for. Buyers can **search by specific keyword, SKU, product line or vendor names**.
- 15** Provides a **highly visible online environment** for purchasing products and prices. Buyers may research their technology needs 24/7 at [www.peppm.org](http://www.peppm.org). PEPPM is extremely convenient and easy to use.
- 16** Makes it **easy for buyers to submit orders**, either by faxing or emailing a traditional purchase order or by using online eCommerce ordering.

**17** Allows vendors to provide product and pricing information as well as configuration capabilities directly on their own websites via “punchouts” from the PEPPM website. This allows buyers to have **access to real-time, bid-protected pricing** as well as configurator assistance in ordering.

**18** PEPPM also offers **complete catalogs of products** within specific categories at bid-protected discounts.

**PEPPM provides access to real-time, bid-protected pricing on hundreds of product lines**





**PEPPM archives pricing and  
clients' purchase orders**

# PEPPM is reliable

**19** PEPPM conducts bids according to states' statutes that **can be used nationwide** by education and government agencies, thereby eliminating the need to specify, advertise, receive, evaluate and award individual bids for each bid-required purchase.

In addition, PEPPM . . .

**20** Has **no reported audit citations** from schools or agencies that ordered through the PEPPM program according to PEPPM procedures.

**21** Archives pricing and purchase orders for **audit verification**, supporting buyers that may be unable to provide adequate documentation for their purchases in the event of an audit.

**22** **Verifies product prices** are within the bid price structure. An independent accounting firm is engaged to ensure that awarded vendors are posting and quoting prices in conformance with their bids.

**23** Has contract benefits that go beyond the price. PEPPM's powerful Terms and Conditions **provide relief** from common headaches associated with technology purchases.

**24** Bid Terms and Conditions provide protection and flexibility required for technology product lines that often does not exist in other state or local contracts.

**25** **Reviews paper-based orders for accuracy and readability**, making corrections with buyer permission, and then archives them before submitting to vendor. Buyer/vendor calls are minimized by PEPPM staff cleansing of orders.

**26** **Provides support** (administrative, operational, technical interface and conflict resolution) to buyers, such as working to get vendors that are late in delivering products to speed up the shipment and to help buyers negotiate replacement items that have gone out of production after the purchase order has been submitted.

**27** Enjoys the designation by the Schools and Library Division (SLD) as a **“Master State Contract”** for E-rate purposes in Pennsylvania.

**28** **Maintains all bid documentation** on behalf of all Pennsylvania schools and libraries to support any SLD challenge to E-rate applications that use PEPPM as the bid contract.

**29** **Checks wholesale and street prices** to verify that PEPPM prices are appropriately and educationally discounted even when they are compliant with bid pricing structure.

**PEPPM maintains all bid documentation  
on behalf of all schools and libraries**





# PEPPM does more

**30** PEPPM **taps the power of eCommerce**. All orders are entered into the eCommerce system, which allows PEPPM to provide vendors and buyers with quarterly reports on sales that have been made.

PEPPM also...

**31** Has new purchasing tools on [www.peppm.org](http://www.peppm.org) that make getting the best bid-protected deal easier than ever before.

**32** Allows the **introduction of new products** for bid-protected purchases during the course of the contract year. Also, products that are no longer available are removed.

**33** Allows an awarded vendor to **designate resellers** to represent the product line through the bid according to the agreed upon Terms and Conditions. All designated resellers are bound by the Terms and Conditions as if they were the awarded vendor. Buyers can make bid-protected purchases from their favorite local designated reseller.

**34** Works with the Pennsylvania Department of Education on behalf of Pennsylvania schools and libraries to **file the FCC Form 470** so E-rate purchases can easily and properly be made. PEPPM posts all FCC Form 470 information and awarded vendor contacts in support of E-rate applications.

**35** Offers training for buyers on the use of eCommerce and PEPPM contracts for making technology and other purchases.

**36** Conducts conference calls and/or **meets with eligible buyers** to discuss how to use the PEPPM program to make bid-protected purchases.

**37** Has developed a **Buyer's Guide, Awarded Vendor Guide and Reseller Guide** to assist in the understanding of the program and to **maximize its benefits** to buyers and vendors alike.

**38** Participates in conferences to **answer buyer and vendor questions** and disseminate information about the PEPPM program services.

**39** Allows the buyers to **choose from a wide range of desired manufacturers or publishers**, who have won competitive contracts with their low bids, rather than being forced to accept a single supplier with a “low bid” that may not meet agency standards or that may be providing products of questionable quality.

**40** Has achieved its goal to create the country's **best contract-protected electronic shopping environment**.

**answers buyer and vendor questions  
so both can maximize the program's benefits**



# Make PEPPM your choice for technology purchases

For more information about PEPPM and how you can  
start saving, email [info@peppm.org](mailto:info@peppm.org)  
or call 1-855-654-5290.



/PeppmProgram



@PeppmProgram

PEPPM is authorized by the Pennsylvania Department of Education and is a  
cooperative purchasing program administered by



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